



October 24, 2022

TO: Ohio Means Jobs / Business Resource Network

RE: Powell's success story

Powell was founded in 1947 in Houston, Texas. We have had a manufacturing site in North Canton, Stark County, Ohio since 1997. We manufacture custom engineered products for our customers in industries such as Oil & Gas, Electric Utility and Transportation. We are a customer-focused company that respects and listens to our clients. We achieve our success through hard work and devotion of the people that work for our Company. Our "can-do" spirit symbolizes who we are; a world-class producer that embraces complexity through our customer-engineered solutions. And, our commitment to continually improve our technical expertise, our product designs and our processes is the basis for our drive to perform.

Powell Electrical Systems, Inc. became engaged with Ohio Means Jobs/Business Resource Network in the fall of 2021. After meeting with several local leaders, Powell received a proposal full of references, referrals and resources. Here are just a few examples of those we have used so far:

The Incumbent Worker Training Program (IWTP) is one of the things that came out of our meeting with OMJ/BRN. The IWTP offers grant money to manufacturing employers to develop skills of existing employees. The application process was relatively easy and the support staff at OMJ/BRN were very helpful in guiding us through it. Powell used the IWTP grant to fund several training opportunities across 2021 and 2022 including ISO Auditor Training as well as a corporate initiative called Crucial Conversations. We will continue our annual Crucial Conversations training as well as add new training opportunities in 2023.

Through our relationship with the local Ohio Means Jobs/Business Resource Network, Powell also learned about the Ohio TechCred grant. We opened discussions with Walsh University about a data analytics program that qualifies for TechCred. We now have a cohort identified to complete a 3-part training course that we expect to help us identify more efficient and cost-effective means to process information. The team at Walsh University has been very helpful in taking us step-by-step through the application and registration processes. We are scheduled to begin the training the first week of November 2022. We are excited about the possibilities ahead!




Here at Powell, we have customers in utilities and oil & gas, just to name a few. Some of our customers are outside the USA. We recently learned of the IMAGE grant related to international market access and are in the process of learning about our eligibility to apply for funding.

Powell Electrical Systems Inc in North Canton, Ohio has a 5-year strategic business plan that has identified some key business metrics to drive growth for our division. The relationship with OMJ/BRN and the resources that have been provided are important components to minimizing the impact of the costs of doing business. We are always striving to improve ourselves and the grant funding available is helping us to drive toward our goals.

The OMJ/BRN leaders don't just drop a proposal and leave the business to figure everything out on its own. The OMJ/BRN leaders are customer-focused, continue to build relationships and provide ongoing support to Powell. At Powell, we solve our customers' toughest problems. And the leaders from OMJ/BRN provide resources and support to solve our problems! We make a great team.

Sincerely,



Lori A Sproul  
HR Manager